A67.40/2:50/982

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

ISSUE NO# 50, 1982

1956 Potato seeds (Pakistan). Wants potato seeds (true botanic seed), sufficient for planting 50 hectares on experimental basis. Prompt delivery. Quotations CIF (air shipment) Kota Kinabalu, Sabah, Malaysia. CONTACT: Dr. Bobby Tee, Technical Advisor, Korporasi Pembangunan Desa, Lock Bag 86, Kota Kinabalu, Sabah, Malaysia. TELEX: SAMAKK MA 80234. Cable: "DESA". Phone: 33911.

1957 Soybean meal (Pakistan). Wants soybean meal, 2,500 mt on trial basis. After trial 10,000 mt every four months, 45 or 48% protein, in bulk. January delivery. Quotations C&F Karachi. Bank ref: Habib Bank Ltd, Central Branch, Karachi. CONTACT: Khalil Sattar, Kays Poultry Feeds, 406 Noor Estate, Darulanan, Pakistan. TELEX: 25736 KAYS PK. Phone: 439541, 439532 - 33.

1958 Soybean meal (Pakistan). Wants soybean meal, 10,000 mt, bulk, 45% protein, 35% fibre, 12% moisture. Immediate delivery. Quotations C&F Karachi. Bank ref: American Express Bank, Karachi. CONTACT: M. Afzal Khan, Arbor Acres Pakistan Ltd., 7 Kothari Mansion, Abdullah Haroon Road, Karachi, Pakistan. TELEX: 24666 AAPL PK. Phone: 514573.

1959 Rabbits (Malaysia). Wants Californian white breeder rabbits, 20 bucks and 50 does. Prompt delivery. Quotations CIF (air shipment) Kuching, Sarawak, Malaysia. CONTACT: Dr. K. Y. Hsiung, SR. Veterinary Officer, Department of Agriculture, Veterinary Clinics, Jalan Sekama, Kuching, Sarawak, Malaysia. Phone: 31631, 31614.

1960-1961 Cattle, sheep (Lebanon). Wants live cattle & live sheep, cattle: 3,000 head/monthly; sheep 6,000 head/month. Cattle: live bulls for slaughtering; Simmenthal, Limousin or similar breeds; 500-600 kilos live wt, 60% dressing yield, 10% of required quantity heifers. Sheep: live rams for slaughtering, uncastrated; up to 2 years age; 40-60 kilos live wt; sheared. Monthly shipments as of beginning 1983. Simultaneous shipments of cattle & sheep preferred; 12% discale live wt. Quote U.S. dollars per head CIF Beirut, Lebanon and FOB U.S. East Coast or Gulf. Telex offers preferred. Firm is largest livestock importer in Lebanon. Bank ref: Middle East Banking Co. (MEBCO)-Beirut. CONTACT: Maarouf Bekdache, Mgr, United Lebanese Co for Livestock, (S.A.R.L.), P.O. Box 14-5612, Beirut, Lebanon. TELEX: LE 21719 RBNION & LE 22310 RBNION. Phone: 431778 and 431779 Beirut, Lebanon.

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

1962 Small Corn (Hong Kong). Wants small corn, 1,500 mt, 1st and 2nd grade, usual export packing. Delivery ASAP. Quotations C&F Whampoo China. Bank ref: Overseas Union Bank. CONTACT: Ms. Judy Ng, Savant Corp., Rm 1, 6/F, Kwong Fat Commercial Bldg., 582-588,, Canton Road, Kowloon, Hong Kong. Telex: 41056 SAVAN HX. Phone: 3-304391.

1963 Sausage casings (West Germany). Wants sausage casings; spices for meat processing. Packaging in bulk. Quotations CIF European port. Firm is a buying cooperative with 54 members throughout Germany. Established in 1953, turnover DM 150 million. Bank ref: Stadtsparkasse, Ostwall 155, 4150 Krefeld. CONTACT: H. Post, Manager, DAGEMA, e.g. Grosseinkauf F. Fleischereibed, Siemensring 20, 4156 Willich 1, West Germany. Phone: 2154-1001.

1964 Confectionery Products (Japan). Wants candy, chocolate and other confectionery products, top quality. Prefer to be covering with fancy box and/or wrappings. Quotations CIF Kobe Port. Bank ref: Onga Trust Bank, Ashiya Branch, 7-4 Nakanohama, Ashiya-Machi, Onga-Gun 807-01 Japan. CONTACT: Shigeharu Kikuta, President, Kikuta Shoten, 8-4 Sendo-Cho, Ashiya-Machi, Onga-Gun, Fukuoka, Pref., Japan. Telex: 807-01 JAPAN. Phone: 093-23-1302.

1965 Toasted Soybean meal (Pakistan). Wants toasted soybean meal, 7500 mt, protein 44% min; fat 7.5%; fibre 7.0% max., bulk. Delivery Jan/Feb. Quotations C&F Karachi. Bank ref: Bank of Credit & Commerce International; Habib Bank Limited. CONTACT: Abdul Jabbar Khan, Hendrix (Pak) Limited, 11 Park View, P.O. Attock, Refinery, Rawalpindi, Pakistan. Telex: 5795 HENCO PK. Cable: CHICKHATCH. Phone: 66213 - 66214.

1966 Frozen duck tender (Egypt). Wants bids for 1000-2000 mt frozen ducks, fully dressed, legs cut at the joints without necks. Slaughter must be according to Islamic rites with technical methods for freezing. Offers should include country of origin, must be through Egyptian agent. Closing date for offers Dec 27, '82. Firm is an Egyptian Investment Co established under law 43 with Est 85% public ownership. Firm has its own production, processing & fast food retail outlets for duck meat, but lack of feed (corn) and processing facilities to meet their increased demand is causing them to sell its live ducks into the local market and import for the first time fully processed frozen ducks for its food outlets. Competition for this new market is expected to come from France, U.K. CONTACT: Mohamed Abdel Fattah, Misr Aswan Fishing & Fish Processing Co, P.O. Box 2596, Cairo, Egypt or 12 Asuit St, Sala Dien, Heliopolis, Cairo. Phone: 66872.

1968 Grocery lines (Lebanon). Newly established Lebanese food importing/retailing firm wishes to contact U.S. suppliers of full grocery lines including frozen poultry parts, canned & frozen vegetables & beans, cooking & salad oils, canned fruit juices and drinks, sauces, spices & syrups, baby foods, canned meat products, popcorn, dried fruits, pet foods, rice, flour, household detergents, aluminum foil, etc., all in retail packaging. Interested firms requested to provide product specs., packaging & delivery dates along with CIF Beirut prices. Bank ref: Middle East Banking Co. (MEBCO), Beirut.

CONTACT: Maarouf Bekdacme, General Manager, Food & Food S.A.R.L., P.O. Box 14-5612, Beirut, Lebanon. TELEX: 20966 LE ZAHRIO. Phone: 303535 or 318704. Cable: FODANDFOD - Beirut.

1969 Bamboo shoots (Denmark). Wants Bamboo shoots, stripped, size 2-3 mm x 40 mm, frozen or canned, approx. 200 mt annually. Please quote what available. Institutional size for industrial use, shipped in full-load containers. Delivery from June 1983. Quotations CIF or C&F Aarhus, Denmark. Bank ref: Den Danske Bank. CONTACT: Jens Nytofte, Daloon Products A/S, Delfinvej 3, DK-5800 Nyborg, Denmark. TELEX: 50353. Phone: (9) 31 30 00.

1970-1971 Edible oils, pistachios and almonds (Canada). Wants edible oils, quantity to be determined; pistachios and almonds 2 containers. Packaging in bulk. Destination Middle East. Bank ref: available on request. CONTACT: G. Souaidan, Sunatco, 5925 Decarie Blvd., Montreal, Quebec H3W 3C9, Canada. TELEX: 05566330. Phone: (514) 341-5811.

1972 Seeds (Japan). Interested in importing various seeds such as alfalfa, water cress, radish, cress, buckwheat, and green gram seeds from the United States. Need at least 17 tons of such seeds per month. For further information CONTACT: George Wong, Mktg Mgr., Nanshin Trading Co. Ltd., Cantonese Association Bldg. 3F, 3-1 Nishi-Shinbashi 3-Chome, Minato-Ku, Tokyo 105, Japan. Cable: "SHUHONGHUANG TOKYO". Phone: (03) 431-9125, 9126.

1973 Split red lentils, chick peas (Pakistan). Wants split red lentils, chick peas, 2,000 tons, bulk and bags of 100 kilos. Delivery Feb/March. Samples requested. Quotations C&F Karachi. Bank ref: Muslim Commercial Bank, Ltd., I. I. Chundrigar Road, Karachi. CONTACT: Abdul Latie, Mohammad Amin Bros. Ltd., Haji Adam Chamber, 2nd Floor, Altaf Hussain Road, P.O. Box 6067, New Challi, Karachi, Pakistan. TELEX: 4397 MABL PK. Phone: 237240, 239978.

1974 Frozen potatoes (United Arab Emirates). Interested in representing and buying from reliable supplier of frozen potato products. Quantities decided after negotations with suppliers. Gulf International is a distributor only representing several U.S. manufacturers. Firm is one of the biggest food importers in Dubai. Firm distributes to all UAE. Annual turnover 15 million U.S. dollars. Bank ref: British Bank of the Middle East, Box 1488, Dubai and Arab Bank Ltd., Al Maktoum Branch, Box 11364, Dubai, UAE. CONTACT: Wafik Ebeid, Managing Dir., Gulf International, P.O. Box 3378, Dubai, United Arab Emirates. Phone: 222178/9. Telex: 46487 GLFINT EM.

1975 Breeding heifers/bulls tender (Indonesia). Tender No. 671/XIV-UND/E/DP3. 4/82 breeding heifers/bulls. Deadline: 01/18/83 before 12:00 noon. Wants 1,600 breeding heifers/50 breeding bulls having predominantly Brahman blood not less than 50% Brahman blood/breeding heifers, & 7/8 Brahman blood/breeding bulls. Project finances with world bank loan No. 919-IND. From Nov 26-Dec 10, '82 tender document available for dols 85.00 from address below. Tender not subject to the Indonesian government's counter purchase policy enforced since early 1982. CONTACT: Dir. Jenderal Peternakan, Direktorat Penyebaran Dan Pengembangan Peternakan, Project CRDC Trans II, Jalan Cempaka Putih Raya 116, Jakarta Pusat, Indonesia. Phone: 416088.

1976 Rice (Sri Lanka). Well established private Sri Lankan company is interested in purchasing U.S. rice if price & quality are attractive. Rice should be indentical with, or closely approximate, Sri Lankan "Samba" rice which is short-grained & non-glutinous. Up to 10,000 mt of rice for immediate delivery, or in March at latest. Preferred type of packaging is 50 or 75 kilo jute bags; wtdr dated 1980 on Jafferjee Brothers is on file. Embassy would be pleased to provide up-to-date information if required. Embassy believes this trade lead represents excellent opportunity for U.S. rice exporters to break into Sri Lankan market for the first time on a commercial basis. Successful marketing could lead to additional private sales in the future. However, great care should be taken to choose qualities of rice which closely approximate "Samba". Also, beleive price should be low enough to enable Jafferjee to sell the rice locally at 50 cents per kilo or less, if possible. Exporters should telex quotations direct to Jafferjee, but Embassy would appreciate receiving copies of correspondence. CONTACT: Zahid Jafferjee, Jafferjee Bro., Imp. Of., 161, Prince Street, P.O. Box 328, Colombo 11, Sir Lanka. TELEX: 21387 TAJIR CE. Phone: 28501, 28902. Embassy Telex is 0803-21305 AMEMB CE.

1977 Plants (Pakistan). Wants plants for extraction of citric acid, one container. Immediate delivery. Extraction is by fermentation base molasses. Quotations C&F Karachi. Bank ref: Muslim Commercial Bank Ltd., Pakistan Chowk Branch, Karachi. CONTACT: Shakeel Hashmi, Kail Gon Agro IND, GPO 461 - Hormusji St., Gari Khata, Karachi 0115, Pakistan. Phone: 217912 or 218972.

Foreign Trade Development

Food & Equipment Trade Expositation (Puerto Rico). Expo '83 is underway now celebrating its eleventh successful year. You are invited to exhibit in the 11th Food & Equipment Trade Exposition to take place at the Roberto Clemente Coliseum, San Juan, P.R. during April 9th, 10th, 11th, 1983. The Exposition Management offers participation in a trade show devoted exclusively to you and your business, for food operators, retailes, wholesalers, manufacturers, brokers, equipment dealers, intitutional buyers and others. Approximately 35,000 show invitations are effectively distributed to attract decision makers average attendance is greater than 8,000. Guests are from Puerto Rico, the Caribbean and neighboring Latin Americn countries. For full details CONTACT: Henry Garrett Diaz, Exposition Director, 11th Food & Equipment Trade Exposition, P.O. Box 5171, Puerta De Tierra, Puerto Rico 00906. Phone: (809) 722-0876.

Foreign Trade Leads Available via AGNET. Lately we have been receiving numerous telephone calls regarding the AGNET system as a means of obtaining foreign trade leads. While we know many of you have some familiarity with this system, and that we have announced this system previously, based on the telephone queries we are repeating this announcement.

Each trade lead we receive from agricultural officers with our Embassies overseas is disseminated three ways: via Export Briefs, via a direct mailing of leads, and via AGNET.

Many firms get Export Briefs plus direct mailed leads for selected items. Direct mailed leads are sent each day and their advantage over Export Briefs is earlier availability. The cost for a years subscription to Export Briefs is, as you know $50.00 while direct mailed trade leads cost $10.00 per year, per commodity grouping. Under the commodity grouping, for example, $10.00 will provide leads for all fresh vegetables. There is not a charge for each fresh vegetable.

The most expeditious way to receive trade leads is via AGNET. This unique information delivery system network, managed by the University of Nebraska, is designed to be used by people without previous knowledge of computers and offers a variety of programs including trade leads. We electronically transmit all trade leads to AGNET each day at 2:00 pm Eastern time. The leads are then automatically placed in AGNET and become available to any firm in the U.S. which is on the system. It is now possible, for example, for a trade lead to be sent from Bonn, Germany to Washington, D.C. on a given morning and for that lead to be transmitted to AGNET early that afternoon. Such lead would become available to you at such time and you could telex the German firm your response the same day the lead was sent.

The cost of AGENT is: (A) Equipment costs. Portable computer terminals range in price from some $1,000 to $3,000. Renting options are also available, of course. Any terminal that can operate over a telephone line, and can type 30 or 120 characters per second, can be used on AGENT. It is possible in many cases to access AGNET with a microcomputer. (B) Computing costs. The charges vary according to how hard you make the computer "think" and how much time you use. For example, 13 minutes of computer time for obtaining trade leads, typing 30 characters per second, costs $1.96. Some 25 leads can be accessed during this period. Conversely, to access for some two minutes, because of set up time, will cost around $1.00. All leads transmited within the last five days are retrievable. Leads can be accessed on a commodity basis if desired. (C) Telephone costs. Any regular telephone can be used to access AGENT. The cost of the call will depend on your location, the time of day the call is placed, and length of call.

For further information write AGNET, 105 Miller Hall, University of Nebraska, Lincoln, Nebraska 68583-0713. or call (402) 472-1892.

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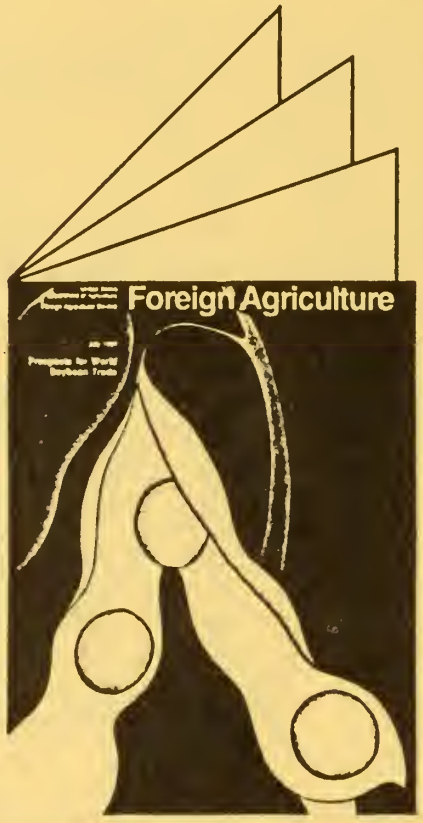

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